

Weekly Market Review

October 22, 2021

Overview

The avocado market continues to see stronger numbers on mid-range sizes this week and tighten up on larger sized fruit. We anticipate promotable volume to continue in the forecast from this Aventajada crop. We are seeing overall inventories on the rise, despite the California season coming to a close, as well as a decline in availability of product from Peru. Tomato production will be at season lows this week as California ends and Florida is slow to start up. We anticipate the southeast to be in an extreme market for the next two weeks while Ruskin and Palmetto areas produce approximately 50% less of the transition crop that they normally do this time of year. Currently, Mexico is struggling to keep up with demand and local deals in the east wrap up for the season. We hope to see production ramp up in Florida and Mexico over the next 10 to 14 days that will bring some relief to the current market conditions but don't expect a full market recovery for several weeks. South Georgia will tighten up this week on all veg items as weather turn cool. Numbers will be down on bell pepper, squash, eggplant, cucumbers, and beans; however, Nogales is starting to cross squash and cucumbers. The season is ramping up, providing much needed relief to west coast shippers, and we should also see a few transition crops (green bells & corn) begin in Coachella over the next 10 days, barring no weather delays.

Market Alert

- Avocados – **ESCALATED**
- Brussel Sprouts – **ESCALATED**
- Broccoli Crowns & Florets – **ESCALATED**
- Cabbage (Green) - **ESCALATED**
- Cauliflower - **EXCALATED**
- Carrots (Jumbo) – **ESCALATED**
- Chili Pepper (Serrano) – **ESCALATED**
- Corn - **ESCALATED**
- English Cucumbers – **ESCALATED**
- Green Beans – **ESCALATED**
- Garlic – **EXTREME**
- Ginger – **EXTREME**
- Honeydew – **EXTREME**
- Mushrooms - **ESCALATED**
- Pears (Smaller Sizes) – **EXTREME**
- Romaine Hearts & Romaine – **ESCALATED**
- Tomatoes (West) (Rounds, Romas, Grapes and Cherry) - **ESCALATED**
- Tomatoes (East) – (Rounds, Romas Grape & Cherry) – **EXTREME**
- Tomatoes (California) – (Roma & Round) **ESCALATED**

WATCH LIST

- Apples (Small size Granny Smith)
- Cucumbers, Bell Pepper, Squash, Eggplant - Georgia
- Strawberries
- Sugar Snap and Snow Peas
- Green Onions
- Napa
- Jalapeno
- Mushrooms
- Transportation

Transportation

Freight rates continue to impact all concepts resulting from increases on the cost of truck loads, due to the ongoing upsurge in fuel prices in addition to labor with shortage of drivers and warehouse pickers. The national average price per gallon for diesel is \$3.34 per gallon and we are looking at a \$3.15 national average rate per mile for a reefer truck. Produce Alliance and its Members are working to negotiate the best freight rates with the most reliable freight companies. We thank you for your partnership as we work through this extremely challenging period facing our industry. As we continue to return to normal

activities travel and entertainment the uptick in spend has more than offset the negative growth for durable goods by 300%. In an average year, we would expect June spot rates to peak above May levels, and although this was not the case this year, we saw rates follow a normal seasonal pattern leading up to early July. The challenges that carriers are facing with driver and truck availability will continue to limit availability of capacity to support pickups and there continues to be a vast amount of uncertainty as to when to expect true deflationary market conditions. It truly is an unprecedented time in the freight market, so please reach out to your Produce Alliance representative to understand solutions from sourcing outside of produce items, to evaluating pricing moving items from whole to processed on account of labor, and deeper yield per case.

Weather

Tropical Storm Pam Updates: Hurricane Pam made landfall on Wednesday as a category 1 storm near Mazatlán and moved quickly through Sinaloa, Durango and Coahuila before entering Texas. It’s still too early to assess the damages but we are seeing some production delays in its path. We are working with our growers to keep you informed and looking over new crop warm veg and other row crops in Durango at this time.

OXNARD, CA:

Thu 10/21 68° 53°F Partly Cloudy AM 0 in	Fri 10/22 68° 56°F Partly Cloudy 0 in	Sat 10/23 66° 54°F Partly Cloudy 0 in	Sun 10/24 66° 56°F Partly Cloudy 0.11 in	Mon 10/25 62° 50°F Rain 0.44 in	Tue 10/26 65° 52°F Sunny 0 in	Wed 10/27 70° 56°F Sunny 0 in	Thu 10/28 74° 57°F Sunny 0 in
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FRESNO, CA:

Thu 10/21 80° 55°F Mostly Cloudy PM 0 in	Fri 10/22 73° 54°F Partly Cloudy 0 in	Sat 10/23 70° 52°F Partly Cloudy 0 in	Sun 10/24 72° 58°F PM Showers 0.43 in	Mon 10/25 61° 47°F Rain 0.77 in	Tue 10/26 63° 47°F Partly Cloudy 0 in	Wed 10/27 67° 50°F Sunny 0 in	Thu 10/28 70° 50°F Partly Cloudy 0 in
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ADEL, GA:

Thu 10/21 82° 62°F Mostly Cloudy 2 AM 0 in	Fri 10/22 83° 55°F Partly Cloudy 0 in	Sat 10/23 82° 54°F Sunny 0 in	Sun 10/24 83° 63°F Mostly Sunny 0 in	Mon 10/25 84° 64°F Partly Cloudy 0.02 in	Tue 10/26 83° 61°F AM Showers 0.06 in	Wed 10/27 80° 61°F Partly Cloudy 0.02 in	Thu 10/28 77° 59°F Isolated Thunderstorms 0.19 in
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PALMETTO, FL

Thu 10/21	Fri 10/22	Sat 10/23	Sun 10/24	Mon 10/25	Tue 10/26	Wed 10/27	Thu 10/28
88° 70°F	88° 71°F	89° 72°F	89° 73°F	86° 73°F	86° 70°F	86° 70°F	85° 70°F
							
Mostly Sunny	Partly Cloudy	Partly Cloudy	PM Thunderstorms	Scattered Thunderstorms	Partly Cloudy	Partly Cloudy	Isolated Thunderstorms
AM 0 in	0 in	0 in	0.1 in	0.3 in	0 in	0 in	0.21 in

JALISCO, MX:

Thu 10/21	Fri 10/22	Sat 10/23	Sun 10/24	Mon 10/25	Tue 10/26	Wed 10/27	Thu 10/28
87° 65°F	86° 66°F	83° 63°F	84° 64°F	81° 64°F	80° 64°F	81° 61°F	83° 62°F
							
Partly Cloudy	PM Thunderstorms	PM Thunderstorms	Partly Cloudy	PM Thunderstorms	PM Thunderstorms	Partly Cloudy	Partly Cloudy
2 AM 0 in	0.15 in	0.06 in	0.01 in	0.15 in	0.02 in	0 in	0 in

SALINAS, CA:

Thu 10/21	Fri 10/22	Sat 10/23	Sun 10/24	Mon 10/25	Tue 10/26	Wed 10/27	Thu 10/28
72° 58°F	65° 52°F	64° 54°F	68° 56°F	61° 48°F	64° 48°F	69° 50°F	72° 50°F
							
Cloudy	AM Rain	Partly Cloudy	Showers	Rain	Partly Cloudy	Sunny	Sunny
AM 0.02 in	0.14 in	0.02 in	1.05 in	0.51 in	0 in	0 in	0 in

YUMA, AZ:

Thu 10/21	Fri 10/22	Sat 10/23	Sun 10/24	Mon 10/25	Tue 10/26	Wed 10/27	Thu 10/28
90° 58°F	92° 58°F	85° 58°F	85° 61°F	86° 61°F	80° 58°F	83° 61°F	87° 63°F
							
Sunny	Sunny	Partly Cloudy	Sunny	Sunny	Sunny	Sunny	Sunny
PM 0 in	0 in	0 in	0 in	0 in	0 in	0 in	0 in

Good Buys

Commodity	Market Update	Produce Expert Tip
Zucchini	Fall squash out of South Georgia is lighter this week but expected to remain stable through the remainder of the month. Quality is gorgeous on the new crop product. In the west, good supply continues out of Santa Maria and Baja; we continue to see improving numbers on crossing this week in Nogales. Quality is outstanding	Zucchini fries may not replace the traditional starchy delicious potato fry... but they can come in close second! Slice a zucchini into spheres, then dip them in an egg mixture, then into some seasoned panko breadcrumbs. Lay them out onto a cookie sheet and back at 400 degrees for 12-15 minutes. Then... ENJOY!

Fruits & Vegetables

Avocados: **ESCALATED** Avocado volume, once again, continues its climb back up from a low 4-5 weeks ago. Pricing has somewhat leveled off last week and we are anticipating this trend to continue with slower than previously predicted pricing reductions. Good news for foodservice, #2s will become more readily available, especially on the 48ct-60ct sizes, as we get further into October and November.

Bananas: Banana quality and availability are good. No problems with supply.

Pineapples: Pineapple volume good and quality is great.

Grapes: Current California weather conditions are good and will not impact growing conditions or supply for grapes. Pricing, overall, is pretty steady with a bit of a tick up on certain green varieties.

Berries

Strawberries: We are currently transitioning from volume primarily out of northern California into southern California and central Mexico. We are already nearing the end of the northern California season and the current rain will end the season for many shippers, whilst Santa Maria is expected to peak in 2-3 weeks. Oxnard production is delayed due to cooler temperatures; however, we do expect volumes to continue to gradually uptrend. Central Mexico began to import fruit as volumes are expected to increase each week going forward. The Northern District has reported good overall quality with minimal condition defects seen at the docks and considerably fewer rejections compared to previous weeks. Cooler temperatures and fewer hectares have helped improve quality across the district. Santa Maria summer plants continue with good overall quality with small to medium sized fruit. Oxnard production continues to increase with sporadic defects seen at the docks. Fruit size is medium to large with basket counts averaging low and Baja has seen good quality as volume is increasing.

Blackberries: Blackberries are in a transition period and will continue through this period for 2-3 weeks. Central Mexico will gradually increase as weather improves. California will gradually descend, although the cold and rainy weather could accelerate the descend. We expect the handoff to occur in late October and early November when most of the supply will be produced from central Mexico. Central Mexico will be transitioning out of the Berry Valley label this week and the Northern District continues down-trending in production with good overall quality. Flavor has been good, and sizing may vary. Santa Maria production continues to downtrend and the district is reporting good overall quality.

Raspberries: Our production volume is currently in transition from mostly California, which is now down trending, however being offset by up trending Mexico production. We estimate stable production volumes the next several weeks, increasing each week until eventually reaching peak production in November. The Northern District has seen conditions improve week-over-week as volume downtrends. Santa Maria quality is good as volume continues to downtrend and Oxnard has seen minor condition defects with medium sized fruit and good flavor. Baja has seen good appearance and flavor as they near their peak in about a month. Central Mexico continues to see some impacts from the rains, but they are monitoring them.

Blueberries: Oregon is finished for the season. Mexico production continues to increase each week moving forward. Baja production has passed their fall peak. Peruvian season has started, and we will see increasing volumes moving forward. The Northern District has seen no condition issues with good size and

flavor. Baja has seen good overall quality as volume is increasing. There have been no rejections. Central Mexico started the Sweetest Batch label, but with low production.

California

Citrus

Oranges: The end of Valencia season is projected for mid-end October in time for California navel season. Navels have started in a small way. Sizes peaking 88ct, quality is looking good.

Lemons: District 3 lemons have started, and quality is looking good. Some imported lemons will be available for the next few weeks as ships continue to be unloaded at the port of CA. Mexican lemons will be available for the next few weeks as well.

Limes: Market prices are in the low teens; quality has been looking much better.

Grapefruit: Ruby grapefruit now available. Size is peaking on 32s and larger fancy and all small sizes 36s and smaller are tight. Texas is expected to start very late.

Imports/Specialties available: Import clementines/mandarins are available.

West Coast Lettuce

Butter Lettuce: Overall volume and quality looks to be steady this week.

Green Leaf: Salinas green leaf production continue to decrease weekly. Quality is fair with a good green color, good texture, and slightly lighter in weight. Demand is fair and pricing is higher

Red Leaf: Good volume with good quality and the market is steady.

Romaine & Romaine Hearts: **ESCALATED** Romaine and romaine heart production supply is beginning to trend lower. We are experiencing some quality issues at the field level ultimately reducing yields. Plants that are healthy are exhibiting good color, texture, and quality overall. We will continue to be subject to occasional fringe burn and lighter weights. Overall demand is steady, with slightly better movement on romaine hearts.

Iceberg Lettuce: Salinas is starting to wind down as many shippers will be finished in early November. Huron was pushed back due to weather to 10/25. The transition is starting, and a few shippers will be beginning in Yuma the first week or 2 of November. Supply will continue to decrease, and quality is medium at best. We are harvesting to order to keep it as fresh as possible and the forecast is for high prices to continue.

Eastern and Western Vegetables

Green Bell Pepper: **WATCH LIST** Supply will tighten up in South Georgia this week as weather cools off; overall quality is outstanding. In the west, production remains strong out of Oxnard and winding down out of the central coast. Quality is outstanding

Red Bell Pepper: Tighter supply this week available out of California, Mexico, and Canada. Quality remains good.

Yellow Bell Pepper: Tighter supply this week available out of California, Mexico, and Canada. Quality remains good.

Mini Sweet Pepper: Lighter supply available this week.

Mixed Chili Pepper (Serrano Peppers) ESCALATED Most of the local deals are wrapping up for the season by this weekend and transitioned to either South Georgia or Florida with very limited supply on cubanelles, long hots, and poblano. Jalapeno and slightly better this week. In McAllen, supply is snug this week on all varieties, and Serranos remain extremely tight as growers transition to newer fields. We are not seeing any supply issues on contracts at this point, because we have worked with our growers to navigate through some of these challenges this late in the season but will continue to monitor. We do need to keep in mind that particularly this time of year quality issues can easily come about, and pricing can reflect quality particularly when dealing with older plantings, older growing regions so caution on open market quotes this time of year when transition can be tricky. On the west coast, there is lighter supply crossing from the Baja while California continues to produce decent numbers. West coast volume is also down on tomatillo and serrano.

Eggplant: WATCH LIST Supply out of South Georgia will be lighter this week due to cooler weather. In the west, we should see the season wind down out of the Central Valley and transition to the desert this week followed by Nogales late October.

Slicer Cucumbers: WATCH LIST Lighter supply expected out of South Georgia due to cooler weather, but quality remains strong. Cucumbers in the west are improving as crossings increase from Otay, Nogales, and McAllen. Overall quality is good in the west.

English Cucumbers: ESCALATED The market remains very tight out of Canada, but quality is good. Mexico should start in later this month.

Pickles: Good supply available out of Florida. We should see some volume available in Mexico next month as well. Quality is very nice.

Green Beans: ESCALATED Markets remain firm and supply lighter this week out of Georgia due to cooler weather. In the west, supply is wrapping up out of the Central Valley and be limited out of the desert in until transition to Mexico sometime this month. Quality will be marginal until we transition to Mexico. We do not expect pro-rates; however, we recommend subbing to French beans or soft squash, due to quality.

French Beans: Volume remains stable, and quality is strong, but pricing is higher this week due to increased demand.

Zucchini/Yellow Squash: WATCH LIST Fall squash out of South Georgia is lighter this week but expected to remain stable through the remainder of the month. Quality is gorgeous on the new crop product. In the west, good supply continues out of Santa Maria and Baja; we continue to see improving numbers on crossing this week in Nogales. Quality is outstanding

Herbs

We are seeing very good supply on almost all fresh herbs and flowers currently and quality is outstanding.

HERB	SUPPLY	QUALITY	COUNTRY OF ORIGIN
Arugula	Steady	Steady	USA
Basil	Steady	Steady	USA/ MEXICO
Opal Basil	Steady	Steady	USA
Thai Basil	Steady	Steady	USA
Bay Leaves	Steady	Steady	COL
Chervil	Steady	Steady	USA
Chives	Steady	Steady	MEXICO
Cilantro	Steady	Steady	USA
Lemongrass	Steady	Steady	USA
Marjoram	Heat	Very Limited	USA
Mint	Steady	Steady	USA
Oregano	Steady	Steady	USA
Italian Parsley	Steady	Steady	USA
Rosemary	Steady	Steady	USA
Sage	Steady	Steady	USA
Savory	Heat	Very Limited	USA
Sorrel	Steady	Steady	USA
Tarragon	Steady	Steady	USA
Thyme	Steady	Steady	USA/MEXICO
Lemon Thyme	Heat	Very Limited	USA
Lime Leaves	Steady	Steady	USA

Melons

Cantaloupe: Production in California should be finishing by this weekend with some rain in the forecast, as well as colder temperatures. Arizona production has been picking up daily. Larger fruit (9/9Js) has been mostly limited due to fields producing higher amounts of smaller fruit and good demand on the large melons as more turn to this region. Some areas of the desert are already experiencing issues with virus which may have an impact on supply in a few weeks.

Honeydew: ESCALATED Domestic honeydew production continues in a demand exceeds supply situation and flexibility of sizing could be required at time of loading. Although there are some dews being harvested in Arizona, it has not been enough to offset the demand. Fortunately, Mexican crossings has started to increase which should provide an alternative to allow for coverage and stabilize the market. Sizing has been primarily larger melons (5/5Js) on the early fruit that has been crossing.

Watermelon: Lighter supply available this week crossing through Nogales. Demand is flat and quality is marginal.

Mixed Vegetables

Artichokes: Volume continues to be low this week, we expect to harvest 5 days, and most of what we are packing are 12s. Quality is excellent, prices are higher, and we expect volume to remain low through the month of October.

Arugula: Volume continues to be lighter although quality is excellent. We expect volume to remain low through the month of October with pricing steady to potentially higher. Some shippers are pro-rating orders.

Asparagus: Supply is increasing, quality is good, and the market is lower.

Bok Choy: Supply is about steady this week, demand continues to be strong, and market price remains elevated.

Broccoli/Broccoli Florets: EXTREME Supply is expected to be much shorter than recent weeks, and this is the case on both bunch and crowns. The crown material will be even harder to produce since sizing is not quite ideal. Look for supply to remain light and demand to increase as local seasons continue to finish up.

Brussels Sprouts: ESCALATED Overall sprout volume looks to be normal and on track for the coming week. Quality is good with minor defects, good shape and color. Start to plan for Thanksgiving needs!

Carrots: ESCALATED Shippers are still struggling with jumbos and table due to labor (these are hand pack items). Due to the unprecedented weekly volume needed for new snack pack options for school and community programs we continue to struggle with supply and demand. Pricing is increasing.

Cauliflower: WATCH LIST: Supply is expected to be plentiful this week. Overall quality and appearance should be very nice.

Celery: Quality remains good, market is slightly stronger, and supplies are still good. Look for market to get stronger over the next few weeks as we approach the holidays.

Corn: ESCALATED Corn is limited out of South Georgia, quality is mixed, and FOB prices are high. Very little supply in the west.

Cilantro: Cilantro supply are expected to be plentiful this week.

Fennel: Lower volume on fennel this week as we are facing some quality issues out on the field reducing our overall yield. We will be covering normal business only and expect to see a majority of 18/24ct this week. Quality on final pack out remains strong.

Garlic: **EXTREME** Garlic contracts have now fully transitioned to new crop California, although supply is still light, and market remains extreme. Shippers are holding to averages

Ginger: **EXTREME** Ginger is very volatile due to very inconsistent supply and market is higher. Supply remains tight for the foreseeable future.

Green Cabbage: **ESCALATED** Supply continues to be light although quality remains consistent with sizing and overall appearance.

Green Onions: **WATCH LIST** Quality is good this week and market is extremely active due to supply shortage with many growers in northern Mexico because of the extremely hot weather and high humidity the past two months.

Jicama: Steady supply available crossing through McAllen.

Kale (Green): Bunched kale supply is expected to be plentiful for the next few weeks. Now is an opportunity to promote!

Mushrooms: **ESCALATED** Quality is good although supply is extremely short, and market is higher primarily due to a lack of labor for the Eastern grower/shippers and we look for this trend to continue through the holidays.

Napa Cabbage: **WATCH LIST** Supply is almost steady this week, demand continues to be strong and market prices remain elevated.

Parsley (Curly, Italian): Parsley supply is expected to be plentiful for the next three weeks. Now is an opportunity to promote!

Rapini: We continue to see lighter supply on rabe this week. We will have lighter harvests at the front of the week with better harvests coming towards the end of the week – anything that can load later in the week the better. We will be covering normal business only this week. There are no issues to report on quality.

Red Cabbage: Supply is steady with good quality.

Snow Peas: Guatemala: **WATCH LIST** **Guatemala:** Very low volume, fair quality, and high Demand (production affected by weather and supply affected by major logistic issues) **Peru:** Low volume, high demand, and good quality. Supply affected by major logistic Issues

Sugar Snap Peas: **WATCH LIST** **Guatemala:** Very low volume, fair quality, and high Demand (production affected by weather and supply affected by major logistic issues) **Peru:** Low volume, high demand, and good quality. Supply affected by major logistic Issues

Spinach (Bunched): Quality concerns are tip and wind burn. Insect pressure, aphids, and mildew are also an issue due to foggy mornings.

Spinach (Baby): Supply and quality are good this week.

Spring Mix: Supply is good and quality concerns now are tip burn and wind burn.

Sweet Potatoes and Yams: New crop harvest starts as soon as next week for some sweet potato growers. We are looking at new crop shipments starting in about 6 weeks after they cure. Last year's crop is starting to dwindle, and inventory is getting tight, but supply should hold to avoid gap.

Onions:

The Northwest continues to ship a smaller size profile, with limited Colossal and Super Colossals. Harvest is mostly finished and should entirely wrap up in both regions by next week. The market continues to stay strong on yellow jumbos and larger, and all sizes of reds and whites. Typically, we see reduced prices during harvest before prices firm up as growers ship out of storage. This season, it remains to be seen if the market can bear a further increase from where things are currently at. Movement has slowed these past two weeks, likely due to higher pricing and a decrease in demand. However, most growers are pleased with this, as they are needing their short supply to last them well into the spring to cover contract commitments. The National Onion Association (NOA) supply reports will be very telling this year as a means of seeing just how short the Northwest crop is. Labor shortages are continuing to present production challenges in both Idaho/Oregon as well as Washington. Once we get past the first of the year, supply is expected to further tighten, and if the heat has detrimental effects on the onions long term storage ability, we may see elevated levels of shrink. However, there are rumblings that Mexico and other off-shore onion growing regions have larger than normal crops that they will be importing into the U.S. come January. Assuming this is true, the supply should help put a lid on where the market can climb to. It likely will not be enough volume to push FOB prices down, but it should at least slow the upward momentum. Freight continues to be challenging out of all onion growing regions. Finding the right truck and rate seems to be as much about timing and finding 'one-off' deals in comparison to what most carriers are commanding. A lot of freight analysts are predicting some relief sometime in 2022. At this point, we are not hopeful of it taking place any sooner as we will be approaching the holiday season soon.

Potatoes:

The potato market continues to ease up on large size counts, with 8oct and smaller potatoes, as well as #2 potatoes, getting progressively tighter each week. We do believe this is a short-term situation, that should ease up and become more balanced as growers begin shipping out of storage in the coming weeks. The concern regarding as much as 30% or more of the crop remain alive and well, however, we likely will not feel just how tight the market is until we get to around Spring and Norkotahs begin to wind down. Once we get to the later part of the crop, and are shipping Burbanks exclusively, size is going to be a real challenge. Unfortunately, we are not in a situation where we can make up the Idaho shortfall with supply from other growing regions, as Washington experienced similar growing conditions, and they are up against the same challenges related to low yields. The concern surrounding trucks continues to be elevated as rates these past few weeks have continued to increase. Additionally, processors continue to pressure growers into moving their raw product at unprecedented prices. This should help to stabilize and hold FOBs at healthy returns, or growers may opt to move their supply in that direction. Shippers and receivers should be prepared to continue to see elevated freight rates at least through this calendar year. In normal circumstances, we see a drop in rates during the first quarter, but it remains to be seen if that will take place this coming year.

TOMATOES

East Coast

- **Round Tomatoes: EXTREME** We are seeing very light supply and markets skyrocket while inventories slide. We should see the mountain deals continue to wind down this week and transition back to Florida by the end of October. Fortunately, we are seeing a few growers scratch down in Ruskin but it's not enough to bring any relief to the market; the entire category has certainly fallen below expectations for this time of year. We expect a firm market through October, but we are working closely with our growers to keep you informed of any issues or supply shortfalls we may see over the next several weeks during transition back to Florida. We do expect marginal quality during this time and suggest keeping lighter inventory as shelf life will be comprised from all the weather-related pressure on the fruit. We do not anticipate any pro-rates currently on round tomatoes.
- **Romas Tomatoes: EXTREME** We continue to see the up and down ride as inventories decline as the summer season comes to an end. We are right in the middle of the transition to Ruskin/ Palmetto, but do not expect any volume for another 10 days. We are working closely with our growers to keep you informed of any issues or supply shortfalls we may see over the next several weeks during transition back to Florida. We do expect marginal quality during this time and may see pro-rates during transition, having said that we would recommend subbing to a round tomato, when necessary, as a backup if needed. We are seeing a little beater legs on the round tomatoes and better availability.
- **Grape Tomatoes: EXTREME** We will see a mix on volume and quality over the next several weeks mainly due to the weather for the entire snacking tomato category. We will continue to observe and evaluate the condition and health of the crop with our growers for a sign of improvement but expect light volume over the next 3-4 weeks. We are seeing some light volume out of the new crops in Ruskin and Palmetto but do not expect substantial production until we reach Immokalee in 3-4 weeks. We do not anticipate any pro-currently but should there be we recommend a round tomato simply due to its availability.
- **Cherry Tomatoes: EXTREME** We will see a mix on volume and quality over the next several weeks mainly due to the weather for the entire snacking tomato category. We will continue to observe and evaluate the condition and health of the crop with our growers for a sign of improvement but expect light volume over the next 3-4 weeks. We are seeing some light volume out of the new crops in Ruskin and Palmetto but do not expect substantial production until we reach Immokalee in 3-4 weeks. We do not anticipate any pro-currently but should there be we recommend grape tomatoes and if grape tomatoes are not available the next best available tomato would be a round tomato simply due to its availability.
- **Organic Tomatoes: EXTREME** Supply is limited.

Mexico

- **Round Tomatoes: ESCALATED** Markets remain mixed this week despite a bit more volume crossing through Otay and McAllen. Overall quality is very nice on rounds. We do not anticipate any pro-rates on contracts currently
- **Roma Tomatoes: ESCALATED** Lighter crossings this week on romas as we continue to struggle with volume due to weather related pressure. We are seeing a lot of quality issues this week which is causing several rejections at the border. On the Baja, volume is lighter this week and may be short

crossing through Otay. We may see minimal pro rates this week and recommend subbing to a round tomato if necessary.

- **Grape Tomatoes: ESCALATED** We are seeing better volume and good quality crossing through all major borders this week but major demand from the east is driving pricing higher this week. We do not anticipate any pro-rates currently.
- **Cherry Tomatoes: ESCALATED** Supply remains light this week out of Mexico and quality is mixed. No pro rates expected at this time, however, should we do see any we recommend a sub to grape tomatoes.
- **Grape Tomato Medley:** Excellent volume and quality crossing through McAllen.

California

- **Roma & Round Tomatoes: ESCALATED** The season will close over the next week.

APPLES & PEARS

Apples: WATCH LIST Granny smith apples remain tight, especially on the smaller sizes. East coast growers will have minimal availability through May. Import apples will start arriving at the end of this month on the east coast.

Pears: EXTREME ON SMALL SIZES Small pears will remain tight through August. Imports are available on the east coast.

Peaches: Domestic done for the season.

Nectarines: Domestic done for the season.

Cherries: Done for the season

Plums: Domestic done for the season.

Kiwi Fruit: Steady supply available on both coasts. Californian and Italian Haywards are available.